

VADEQ 2017 Virginia Brownfields Conference, March 15-16 Fredericksburg Virginia

Brownfield Leveraging
Are you leveraging?

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EPA published facts as of 5.20.16

- Studies shown that residential property values near BF sites that are cleaned up increased between 5-10%
- Latest funding advances EPA's broader commitment to making a visible difference in communities by focusing on coordinating federal investments to help environmentally over burdened, underserved, and economically distressed communities address local priorities.
- ARC (Assessment, Revolving Loan Fund and Cleanup) grantees demonstrate a high level of preparedness to undertake specific projects, as they have firm commitments of leveraged funds to move projects forward.

EPA published facts as of 5.20.16

- 70% of recipients have secured public and private resources
- Est. 450, 000 abandoned & contaminated waste sites in America
- Since EPA inception of BF program in 1995, BF program investments have leveraged more than \$20 Billion from a variety of Public and private sources for cleanup and redevelopment activities
- Equates to an average of \$17.79 leveraged per EPA dollar expended
- Resulting in approximately 108,924 jobs nationwide

Leveraging is everywhere, right?

Leverage isn't just for stocks!

Can you leverage?

Are you looking at leveraging?

Leverage

VERB (leveraged)

1-use borrowed capital for (an investment), expecting the profits made to be greater than the interest payable:

"a leveraged takeover bid"

2-use (something) to maximum advantage:

"the organization needs to leverage its key resources"

EPA definition of leveraging:

Leveraging is the use of existing resources or funding to attract additional resources or funding.

And suggests that communities begin their BF redevelopment projects by establishing strong leadership, committed partners, engaging with the citizens and carefully assessing how to make the best use of limited local dollars.

Many communities struggle to find and attract sufficient funding for BF redevelopment projects. In addition, finding, understanding, and meeting the qualifications for federal, state, and philanthropic grants and loan programs can be confusing, time-consuming, and difficult.

Setting the Stage for Leveraging Resources for Brownfields Revitalization (EPA 560-K-16-001, April 2016)

Document Overview

In 2015, the EPA marked the 20th anniversary of the BF's Program and launched its "*Next Generation Brownfields*" initiatives to promote improved approaches for supporting American communities in their revitalization efforts.

One initiative is to provide guidance and technical assistance to localities and brownfields practitioners on leveraging resources for brownfields revitalization.

This guide explores how communities can prepare to successfully leverage funding and other resources for brownfields revitalization.

- The document describes how leveraging works.
- The Funding Challenge
- Key steps in successful leveraging strategies for BF projects:
 - 1) Organize a project team
 - 2) Articulate a clear community vision
 - 3) Build & maintain local support
 - 4) Delineate BF projects components and project phases
 - 5) Create estimates of project costs
 - 6) Identify best funding sources

- 7) Create “Resource roadmap” for priority projects
- 8) Develop strategy for matching-share contributions and leveraging sources
- 9) Assess the feasibility of debt financing
- 10) Create briefing sheet for each priority project
- 11) Seek State backing
- 12) Collaborate with Federal Agency Officials
- 13) Prepare for grant writing
- 14) Celebrate success

Leveraging the Partnership

DOT, HUD & EPA Programs for Sustainable Communities

(The following are funding, loan, collaborative and technical assistance programs, not a complete list.)

- Transportation Investment Generating Economic Recovery (TIGER)
- Transportation and Climate Change Clearinghouse
- Transportation Planning and Capacity Building Program
- Metropolitan & Statewide Planning Formula Grant Programs
- Urbanized Areas Formula Grant Program
- Rail and Fixed Guideway Modernization Formula Program
- Rural and Small Urban Area Formula Grant Program
- Rural Transit Assistance Program (RTAP)

- Bus and Bus Facilities Discretionary Grant Program
- New Starts/Small Starts Discretionary Grant Program
- Public Transportation on Indian Reservations Discretionary Grant
- Transit Investments for Greenhouse Gas and Energy Reduction (TIGGER)
- Paul S. Sarbanes Transit in the Parks Discretionary Grant Program
- Transportation for Elderly Persons and Persons with Disabilities
- The Job Access and Reverse Commute Program (JARC)
- The New Freedom Formula Grant Program
- Pedestrian and Bicycle Safety Program
- Recreational Trails Program (RTP)

- Transportation Enhancement Program
- Context Sensitive Solutions
- National Scenic Byways Program
- Safe Routes to School Program
- Transportation, Community, and System Preservation Program
- Congestion Mitigation and Air Quality Program
- National Highway System Program
- Sustainable Communities Initiative
- Energy Innovation Fund
- HOPE VI Program

- Public Housing Program
- Housing Choice and Project-Based Vouchers
- Community Development Block Grants (CDBG)
- Section 108
- Brownfields Economic Development Initiative (BEDI)
- Home Investment Partnership
- Housing Opportunities for Persons with AIDS
- Neighborhood Stabilization Program
- Homeless Programs
- Rural Innovation Fund
- Supportive Housing for the Elderly (Section 202 & Section 811)

- Mortgage Insurance for Rental Housing
- Mortgage Insurance for Condominium Units
- Housing Finance Agency Risk Sharing Program
- BF Assessment Grant Program
- Revolving Loan Fund (RLF) Grant Program
- Cleanup Grant Program
- BF Job Training Grant Program
- Targeted BF Assessment
- Technical Assistance to Brownfields (TAB) Program
- Environmental Justice Small Grants Program
- Environmental Justice Collaborative Problem-Solving Agreement Program

- State Environmental Justice Cooperative Agreement Program
- Environmental Justice Showcase Communities Project
- Community Action for a Renewed Environment (CARE)
- Lead Grants
- Energy Efficiency at the State and Local Levels
- National Clean Diesel Campaign (NCDC)
- SmartWay Transport Partnership
- Smart Growth Implementation Assistance (SGIA) Program
- Smart Growth Funding Resources
- EPA Environmental Education (EE) Grants

- State Revolving Loan Funds
 1. Clean Water State Revolving Fund (CWSRF)
 2. Drinking Water State Revolving Fund (DWSRF)
- Green Infrastructure
- Asset Management
- Nonpoint Source Management Grants
- NOAA National Coastal Zone Management Program
- Coastal Zone Management (CZM) Grants
- Stormwater Local Assistance Funds (SLAF)
- Local Economic Development Funds

Government Forms

Grant forms are posted on various sites: Grants.gov, Department of Commerce, General Services Administration, and Office of Management and Budget websites.

- www.grants.gov/web/grants/forms.html
- www.connection.commerce.gov/collection/commerce-department-forms
- www.gsa.gov/portal/forms/type/SF
- www.whitehouse.gov/omb/grants_forms/

Let's not forget

- DCR, DEQ, DGIF, DHR, VMRC, DACS, DOF, VIMS, FEMA
- Clean Virginia Waterways, TNC, VCN
- BF Property Tax-**tax incentives & credits to facilitate brownfield redevelopment**
- USDA Community Connect Grant
- **Technical Assistance to Brownfield Communities Program (NJIT TAB)**
- Keep Virginia Beautiful
- Wells Fargo Bank-mostly for non profit
- YesVirginia.org-Business Incentives and Guide to Incentives
- Small Business Association
- Investors

Virginia Environmental Grants:

Search hundreds of environmental grants to promote environmentally sustainable workplaces, neighborhoods and schools. **44 Environment Grants for Virginia.**

<https://virginia.grantwatch.com/cat/10/environment-grants.html>

Virginia Environmental Endowment

<http://www.vee.org/grant-programs-application/>

Soil & Water Conservation Districts

- VCAP-Virginia Conservation Assistance Program-is an urban cost share program that provides financial reimbursement to property owners installing eligible BMP's in Virginia's Chesapeake Bay Watershed.

A Guide to Federal Tax Incentives for Brownfields Redevelopment

How the Program Works: By using the federal brownfields tax incentive, environmental cleanup costs are fully de-ductible in the year that they are incurred, rather than capitalized over time (up to 30 years in some cases).

NOTE: The Federal Brownfields Tax Incentive sunset on December 31, 2011. Congress has *not* renewed the Brownfields Tax Incentive. Therefore, the tax incentive cannot be claimed for tax years beyond 2011.

This guide provides an overview of the key federal tax incentives and credits that can be leveraged for brownfields cleanup, redevelopment and reuse. The descriptions of these incentives and credits are simplified explanations of provisions in the U.S. tax code, which often contains additional caveats, restrictions, and modifications.

Federal tax credits and incentives often are an important part of the mix.

The success of many brownfields cleanup and redevelopment projects depends on the ability of developers and investors to craft a financing package that leverages numerous sources of funding available from a variety of sources.

Taking advantage of federal, state and local tax incentives and credits allows a brownfield developer to use resources normally spent to pay taxes for other purposes. This can help site redevelopers save the cash needed to address contamination issues. The extra cash flow resulting from a tax break also can improve a project's appeal to lenders.

FY17 Grant Application:

- Other leveraged funding/resources that are not identified as a voluntary cost share. This form of leveraging may be met by funding from another federal grant, from an applicants own resources, or resources from other third party resources.
- Voluntary cost share is a form of leveraging. Voluntary cost sharing is when an applicant voluntarily proposes to legally commit to provide costs or contributions to support the project when a cost share is not required.
- Grant Application Section IV.C.3.2.c – Ability to Leverage

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Fredericksburg



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FEATURED VIDEO



Downtown and Beyond represents the corridors of the City of Fredericksburg giving key locations throughout producing a vision for our visitors and future businesses. Experience Downtown and Beyond!

QUICK DOWNLOADS

[Business Development Toolkit](#)
[JumpStart! Grant Application](#)
[Downtown Facade Matching Grant Application](#)
[Lafayette Boulevard Facade Matching Grant Application](#)
[Princess Anne Street Facade Matching Grant Application](#)
[E-Commerce Grant Application](#)
[Tourism Zone Incentive Application](#)
[Technology Zone Incentive Application](#)

ANNOUNCEMENTS & SEMINAR DATES

March 1:
[EDA Grant Application Deadline](#)

[PROPERTY SEARCH](#)[CONTACT US](#)[DATA CENTER](#)[VIEW OUR NEWSLETTER](#)[HUBZONE BUSINESS EMPLOYMENT PLATFORM](#)

NEW IN THE NEWS



INTERACTIVE MAP



QUICK MAPS

[GIS Mapping](#)
[Tourism Zone](#)
[Technology Zone](#)
[Zoning Map](#)
[Arts & Cultural District](#)
[HUBZone Census Map](#)

This is Fredericksburg, Virginia (YouTube)
A video introducing you to our city, community, businesses, healthcare and learning environment.

Fredericksburg, A Bird's Eye View (YouTube)
An aerial video by Carlton Forrester providing a unique journey over the City of Fredericksburg.

QUICK LINKS

Fredericksburg's Leveraging

- Jumpstart-detailed action plan designed to trigger the implementation of appropriate projects and development opportunities for economic initiatives.
 - Non-Profit Grant
 - Event Sponsorship Grant
 - For-Profit Entity
 - JumpsArt Grant
- Downtown Facade Matching Grant
- Lafayette Boulevard Facade Matching Grant
- Princess Anne Street Façade Matching Grant

- E-Commerce Grant
- Tourism Zone Incentive
- Technology Zone Incentive
- Arts & Cultural District Incentive
- Rehab Tax Credit Program
- REDCO-Financing program
- MICRO Loan Program
- Mobile Conversion
- Goodwill Micro Loan Program
- Angel Investor (also known as a business angel, informal investor, angel funder, private investor, or seed investor)

Fredericksburg Leveraged Funds

- Started programs in 1995
- EDA receives funds through local Bond Fees
 - UMW
 - Mary Washington Hospital
 - Healthcare
- FY11-26 grants valued @ \$284K
- FY12-grants valued @ \$438K
- FY16-grants valued @ \$400K

Fredericksburg Incentives

Level of incentives is determined based on the:

- # employees
- # jobs created
- project (capital) investment
- start up revenue
- water & sewer fees discounted
- tax incentives
- increase in local sales tax generation
- environmental innovation
- connection to the City's Pathways Plan
- business license tax reduction
- permit fee relief

Look & Leverage Around!!

- Check with your EDA
- Check with other departments in your organization
- CIP projects
- Check with your Regional Planning District
- Small Business Association
- Chamber of Commerce
- State/Federal Agencies
- Investors
- Look around!!

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